

Message Text

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INFO OCT-01 NEA-10 ISO-00 EB-11 INR-10 RSC-01 /033 R

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NEA/ARN:MDEFORD

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FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT PRIORITY

INFO AMEMBASSY ABU DHABI PRIORITY

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

UNCLAS STATE 060394

BEIRUT FOR RTDC

E.O. 11652: N/A

TAGS: BEXP, TC, SA, DA, KU, LE

SUBJECT: COMMUNICATIONS EQUIPMENT AND SERVICES TRADE
MISSION

REF: BEIRUT 3115

1. RTDC REQUESTED HAVE FOLLOWING COMPANY DESCRIPTIONS
TRANSLATED INTO ARABIC. MISSION ADVANCE OFFICER JOHN
KUPFER WILL ARRIVE BEIRUT MARCH 28 TO PROVIDE INSTRUCTIONS FOR
FINAL BROCHURE PRINTING BY USIS. KUPFER WILL HAND-
CARRY BUDGET AUTHORIZATION FORM TO PAY COSTS
INVOLVED. DESCRIPTIONS OF MISSION COMPANIES FOLLOWS:

A). PAUL C. HANS, DIRECTOR, MIDDLE EAST PROGRAM DEVELOPMENT,
FAIRCHILD SPACE AND ELECTRONICS COMPANY, FAIRCHILD INDUSTRIES,
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GERMANTOWN, MARYLAND 20767. FAIRCHILD SPACE AND

ELECTRONICS COMPANY PROVIDES A WIDE SPECTRUM OF HIGH TECHNOLOGY PRODUCTS AND SERVICES RANGING FROM COMMUNICATIONS SATELLITE SYSTEMS AND SPACECRAFT DEVELOPMENT TO HIGHLY SPECIALIZED INSTRUMENTATION AND MECHANICAL DEVICES.

(2) THE NATIONAL AERONAUTICS AND SPACE ADMINISTRATION'S APPLICATIONS TECHNOLOGY SATELLITE-F (ATS-F) IS PRESENTLY UNDER DEVELOPMENT BY FAIRCHILD. THE ATS-F, WITH CAPABILITY FAR GREATER THAN ANY COMMUNICATIONS SPACECRAFT PREVIOUSLY ORBITED, WILL PIONEER THE EDUCATIONAL TELEVISION, DATA RELAY, AIR TRAFFIC CONTROL AND INFORMATION TRANSMISSION SYSTEMS OF THE FUTURE.

(3) THE COMPANY HAS ALSO BEEN A MAJOR FACTOR IN THE CREATION AND DEVELOPMENT OF ONE OF THE FIRST U.S. DOMESTIC COMMUNICATIONS SATELLITE SYSTEM OPERATORS, AMERICAN SATELLITE CORPORATION, A SUBSIDIARY OF FAIRCHILD INDUSTRIES. AMERICAN SATELLITE WILL START SERVING THE COMMUNICATIONS NEEDS OF VARIOUS COMMERCIAL AND GOVERNMENT USERS THIS FALL. IN OTHER TECHNOLOGY AREAS, THE COMPANY HAS MAJOR CONTRACTS FOR PROVIDING SATELLITE EARTH STATIONS, AND HAS ALSO BECOME INVOLVED IN THE EXPLORATION OF NEW WAYS TO PUT SOLAR ENERGY TO WORK.

(4) MR. HANS IS INTERESTED IN DISCUSSING DIRECT SALES OF COMMUNICATIONS SATELLITE ENGINEERING AND MANAGEMENT SERVICES AND RELATED EQUIPMENT, AND POSSIBLY A JOINT VENTURE.

B). DEL AQUILA, INTERNATIONAL SALES MANAGER, INTECH, INC., 1220 COLEMAN AVENUE, SANTA CLARA, CALIFORNIA 95050. INTECH, INC. DESIGNS, MANUFACTURES, AND SELLS A COMPLETE LINE OF VHF/FM RADIOTELEPHONE EQUIPMENT FOR THE COMMUNICATIONS INDUSTRY. THE INTECH MARINER LINE OF VHF RADIO TELEPHONES WERE AMONG THE FIRST COMPLETELY SOLID-STATE UNITS DESIGNED SPECIFICALLY FOR MARINE USE. THE ADVANCED DESIGNS INCORPORATING INTERCHANGEABLE PLUG-IN MODULES FOR SERVICING OR UP-GRADING HAS MADE THE INTECH MARINER A LEADER IN U.S. COMMERCIAL MARINE APPLICATIONS.

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(2) MR. AQUILA IS INTERESTED IN DIRECT SALES, AN AGENCY ARRANGEMENT, AND A DISTRIBUTORSHIP.

C). RAYMOND D. EGAN, VICE PRESIDENT, GRANGER ASSOCIATES, 1360 WILLOW ROAD, MENLO PARK, CALIFORNIA 94025. GRANGER ASSOCIATES, A LEADER IN COMMUNICATIONS SINCE ITS FOUNDING IN 1956, FIRST SPECIALIZED IN ADVANCED HIGH-FREQUENCY COMMUNICATIONS TECHNOLOGY, AND TODAY OFFERS A

COMPLETE LINE OF HF ANTENNA AND TRANSMISSION PRODUCTS AND ALSO SPECIAL HF TRANSMITTERS AND RECEIVERS. GRANGER BROADENED ITS PRODUCT BASE WITH THE INTRODUCTION OF THE 900-MHZ RADIO LINE IN 1970 AND THE 400-MHZ RADIO LINE IN 1971, OFFERING USERS THE FIRST POINT-TO-POINT, LINE-OF-SIGHT RADIOS PROVIDING "MICROWAVE" QUALITY, PERFORMANCE AND RELIABILITY IN THE UHF RANGE. SYSTEMS ACCESSORIES, INCLUDING ORDER WIRE, MULTIPLEX AND ALARM PANELS ARE ALSO A PART OF THE COMPANY'S MICROWAVE PRODUCT LINE.

(2) DR. EGAN IS INTERESTED IN DIRECT SALES.

D). JOHN D. HOLMGREN, MARKETING MANAGER, EXPORT PROGRAMS, ELECTRONICS SYSTEMS GROUP - WESTERN DIVISION, GTE SYLVANIA, INC., 100 FERGUSON DRIVE, MOUNTAIN VIEW, CALIFORNIA 94042. GTE SYLVANIA, INC. IS A LEADER IN THE FIELDS OF LIGHTING, ELECTRONICS, TELEVISION-RADIO, CHEMISTRY AND METALLURGY. THE ELECTRONIC SYSTEMS GROUP PROVIDES PRODUCTS RANGING FROM ELECTRONIC SUPPORT SYSTEMS, DATA TERMINALS, SWITCHING SYSTEMS, AND SATELLITE COMMUNICATION TERMINALS TO RADAR SYSTEMS AND COMPONENTS, RADIO TRANSMITTERS, RECEIVERS, AND TRANSCEIVERS. THE GROUP'S SERVICES INCLUDE EDUCATION AND TRAINING, OPERATION AND MAINTENANCE, PROGRAM MANAGEMENT, AND SYSTEMS DESIGN.

(2) WITH FIELD INSTALLATIONS THROUGHOUT THE WORLD, AND PLANTS, LABORATORIES, AND OFFICES IN 10 STATES AND WASHINGTON, D.C., THE ELECTRONIC SYSTEMS GROUP HAS MORE THAN 4,000 EMPLOYEES, OF WHOM 1,200 ARE ENGINEERS OR SCIENTISTS. THE GROUP MAINTAINS MARKETING OFFICES NATION-WIDE.

3.) MR. HOLMGREN IS INTERESTED IN DIRECT SALES AND AN AGENCY ARRANGEMENT.

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E. JOHN VAN, SALES MANAGER, MICROWAVE ASSOCIATES INTERNATIONAL, INC., SOUTH AVENUE, BURLINGTON, MASSACHUSETTS 01803. MICROWAVE ASSOCIATES, INC. MANUFACTURES TOTAL SOLID STATE MICROWAVE RELAY SYSTEMS. THESE SYSTEMS ARE DESIGNED FOR THE TRANSMISSION OF TELEVISION AND/OR MULTI-CHANNEL TELEPHONY SIGNALS. BOTH RACK MOUNTED AND PORTABLE EQUIPMENT IS AVAILABLE IN ALL COMMONLY USED FREQUENCIES. ALL MICROWAVE RELAY SYSTEMS FOLLOW THE APPROPRIATE CCIR RECOMMENDATIONS AND ARE SUITABLE FOR USE WITH ALL STANDARD TELEVISION SYSTEMS SUCH AS PAL, SECAM, ETC.

(2) MICROWAVE ASSOCIATES SYSTEMS ARE IN USE IN 43 COUNTRIES IN SUCH DIVERSIFIED APPLICATIONS AS TELEVISION STUDIO TO TRANSMITTER LINKS, REMOTE MOBILE TELEVISION PICK-UP, LONG

HAUL VIDEO SERVICE, EMERGENCY MESSAGE RESTORATION, AIR TO
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Message Attributes

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